

"Sent via Fax"

December 4, 1992

BRUCE A. COOK Chain Accounts Manager

7000 Airways Park Drive East Syracuse, NY 13057 315-463-1971 Fax 315-463-2045

To:

S.G. Steen

T.J. Sullian C.M. Uffindell

Subject:

P & C PACKAGE FIXTURES

Gentlemen:

In many P & C Food Markets, Philip Morris is replacing the 160 SL Pack Fixture with a 140 Pack Fixture. I'm forwarding a space allocation planogram, with a recommended pack load for RJR. Please share this with your reps to use as a guide.

Thank you.

Sincerely,

B.A. Cook/CAM

BAC/il

Attachment

M-2 P&C

P&C MARKETS 140 SL CHEC LANE FIXTURE PLAN-O-GRAM

PM PF	ROMOT	TIONS	S ONL	Y				PM P	ROMO	TIONS (ONLY				PI	M PRO	мотю	NS ONL	Y.
PM P	M P	M	PM	PM	РМ	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	РМ	PM	PM
PM P	M P	M	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM
PM P	M P	M	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	РМ	PM	PM
RJR R.	// JR R	JR ;	/// RJR	RJR	//// RJR	//// RJR	//// RJR	//// RJR	//// RJR	RJR	PJR	/// RJR	RJR	RJR	//// RJR	RJR	/// RJR	RJR	RJR
RJR R.	JR R	JR (1	RJR	RJR	RJR	RJR	RJR	RJR	RJR	RJR	RJR	RJR	RJR	RJR	RJR	RJR	RJR	RJR	RJR
B&W B8	W B8	LW E	38W	B&W	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	/// LOR	LOR
ATC AT			//// M8_	L&M			134 434						777	777	777	777	B&W	777	
								_0.77	and and				IIII	1111				VIII)	1111

	FACINGS	*
PM	60	42.9%
RJR	40	28.6%
LOR	15	10.7%
LAM	7	5.0%
BAW	12	8.6%
ATC	6	4.3%
TOTAL	140	

1199 09819

Minister 11/2/92

P&C FOOD MARKETS TERTIARY PACKAGE FIXTURE R. J. REYNOLDS FIXTURE PLANOGRAM #3

		LE	FT S	IDE						FRONT							RIG	НТ	SIDE
	·	RJR PAIC	DISPLAY	,					RJR PAIC	DISPLAY	ı	•					RJR PAIC	DISPLA	Υ
		DORAL	MAZHA	MACHA	WHITCH	WINITEN	WINETON	WHISTON	MMELCH	WINETON	WONETCH	WINETON	WHITTON	WINETON	WINITTON	NOW	HOW	NOW	CENTURY
LT	MEN	L M 100	FF	LIGHT	KONO	KING	9CX	100	LIGHT	LIGHT	LT BOX	LT 100	LT 100	UL KO	UL. 100	KING	100	MEN 100	MEN.100
-	AL	DORAL	DORAL	DORAL	CAMEL	CAME	CAMED.	CAMEL	CAMEL	CAMEL	CAMEL	CAMEL	CAMEL	WOTERW	WHITCH	MORE	MORE	CENTURY	CENTLIRY
\$71	KENG .	LT 100	UL HNG	UL 100	ULTRA	UL BOX	UL 100	LIGHT	LT 100	LT WIDE	WIDE FT	PILTER	REG	SEL KG	GEL BOX	120	MEN 120	100	LT 190
∞	···	DORAL.	DORAL,	DORAL	WALEM	EALEN	SALEN	SALEM	BALEM	BALEM	\$ALEM	\$ALEM	VANTAGE	VANTAGE	VANTAGE	VANTAGE	VANTAGE	VAHTAGE	VANTAGE
FF	HEMIC .	FF 160	FF M NNG	FF M 100	KING	100	·cc	LT 100	LIGHT	91,00	ULTRA	UL 108	PLTSR	100	MEH	LILTRA	UL 100	BOX 83	BQX 100
٥		CAME	CMA	CAMB	MAPL	MARL	MARL	MARL	MARL	MARL	MARL	MARL	MARL	HARL	MARL	MARL	MARL	MARL.	MARL.
	*6	FF 100	LTKG	LT 190	BOX	BOX	art	9FT	190	BX 180	LTSFT	LTSFT	LT EX	LT BX 100	LT 100	MED	MED BX	MED 100	WEED 8X 100
AL	~ €	ALFRE	ALPINE	ALPVE	***	BEH	BLM	ВШ	BEH	E-264	. 73	V3	75	2	V3	MERT	MERT	MERT	мент
<u> </u>	100	KONES,	LT KING	LT 100	100	MEN 100	014.	DULM	LT 160	LT M 100	100	MEN	LT 100	LT M 105	UL 100	FILTER	100	LL KG	UL 100
	YLE .	STYLE	STYLE	since	HENTORT	NEWFORT	HEWPORT,	HEWPORT	NEWPORT	NEWFORT	NEWPORT	NEWFORT	0 0	oa	où.	PARL	PARIL.	PARL	MERT
	(O)	16EN 199	ULM 105	ULIM VIEW	MANG	100	BOX	100 X CP41	LIGHT	LT 180	LT BOX	LT 8X 100	шант	HONE	149	KING	BOX	100	ULTIMA
-	MER	MER	AMER	MER	WOOL	KOOL	HOOL	KOOL	HOOL	KENT	KBAT	KRENT	KBALL OFD	KENT S	KIĞNT III	TÂUE	TRUE	TRUE	TRUE
	LT	LT 100	100	MEN 100	FILTER	901	198	MELO	LT 100	KING	100	GLDLT	1.T 100	HONG	100	FILTER	MEN	100	M 166
1	HTY.	METTY	III DITHM	S DRI-M	М.	PH	LUCKY ST	TAREYTON	TAREYTON	CARLTON	CARLTON	CARLTON	CARLTON	BARCLAY	BARGLEY	LAM	LANK	LARK	CHELLELTO
<u></u>	80	MEN	KONC	LIGHT	KING	100	REGULAR	404C	100	KOHE	750	MEN KIZ	100 MEM 100	HONG	100	KING	FLTER	108	KONEZ

P&C FOOD MARKETS
PRIMARY PACKAGE FIXTURE (PREFERRED PRESENCE)
EXPRESS CHECKLAND/OR PRIMARY POSITION
R. J. REYNOLDS FIXTURE - 2' X 3' FIXTURE
PLANOGRAM #1 ALT - ONLY USED WHEN FIXTURE REPLACES PLANOGRAM #1
STORE LIST: #25 - PENN CAN; #84 - ELMIRA; #115 - BATH; #122 - HORNELL; #152 - WATERTOWN

			<u>L</u>	EFT SI	DE								FRONT							<u> </u>		_ R	IGHT SI	DE			
<u> </u>			RJR F	AID DI	SPLAY							RJR P	AID DI	SPLAY								RJR	PAID DIS	SPLAY			
1-man		178.90	17.00	744a	Description of the last of the		****	BORAL.		-319	WW170	***SIR	- teasin	WHATM	Marit at	WWE/H	terrop me			***************************************	were	verte.	um ç		-	_	~
1776	STEE	STEE		2721	*****	800,44	FF 900		SALID	IA IN	SALIU SX	EAL EM	ENTERN T.E.	SAL!H	ZMIN .	P Erro LALCE	SALFE	THE THE DISTRIBUTION OF THE PROPERTY OF THE PR	SEL ME	SEL SE	OFFICE STATES	Carter	UL REA	Omer	er camey		Files
1.º			(7==				**	7 F 30 MA	█▀	MANUE THE CC 1 MM 1 MM 11 SQ M 0 MM 1 MM							倡	-		***		LTPG	 			` 	
STEM PF BC	ITEM FF SEE	5194 #44	FEE STEE	5764 U. 11 40	TRE No.	\$7410 F	macan.		—	COMMER COMMER COMPER CO								144	•••		-	** **			-	h#	
	 "	 -	 			7		LESET												Litter		-	DE PER		 		
1744	.,_	EXWL	EX MIT	23 VML	er was	ET WIL	13 WL	12-0	_	P.V.E.	_	***	50AL	_	1144	AVAIL.	944		V.R.E	*20	V.M.D	74=	V.SLW	78.0	V-TLG	V.50,10	· ·
<u> </u>	- "	LT CO		#=	开始	- 井	H. 16		-	 "		<u> </u>	-		Mes	=10			=		1.100	1,540	_==	}			╀═┥
CAMB LT B	Command	Campa LJ 196		Chara	DAMP M ms.		inca man;	** 0.		-			400			1100	THAT.		PARE.	//L		PAGE .	11mi	rimi	71 7 1	PLAY	n.e-
	1								<u>"</u>	 	-;-	 -		-`- -	-			圕			-				 -	474	 '~
ALFREE	474		# res	Auch Latert	Amija 17 mp	4-4	-	EL SALES		***	ini in	== may	200 047	# Beg Servi					MART .	MART	==	400 00	usmg	MESHT	-	-	-
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	_	Prese	~~	_	****	7790	## STY		-	2001							-	-	2444	5484	LOCAY			CEL 71] [
		.:-		~=		= 100		<u></u>	<u> </u>		<u> </u>			<u> </u>	_=_	n,m	1100		20				47	<u> </u>			

21860 S613

SAVINGS CENTER PROPOSALS

PACKS
2 SHELVES
38 ROWS
RJR- DORAL
RJR
MAGNA STERLING
RJR
STERLING
ATC
PM_
4 FEET
13 ROWS
13 KOWS

PACKS	3
2 SHELV	_
44 ROW	IS
RJR	RJR
DORAL	MAGNA
RJR	RJR
DORAL	STERLING
ATC	RJR
	STERLING
B&W	L&M
	j
B&W/4	
PM/4	PM
2.6 FEET	2.5 FEET
8 ROWS	8 ROWS

COMPANY	#ROWS	MONTH	YEAR	COMPANY	#ROWS	MONTH	YEAR
RJR	39	\$133,00	\$1,596.00	RJR	40	\$136.00	\$1,632.00
ATC	13	\$44.00	\$528.00	ATC	16	\$48.00	\$576.00
B&W	13	\$39.00	\$468.00	B&W	16	\$48.00	\$576.00
				L&M	8	\$24.00	\$288.00
TOTAL	65	\$216,00	\$2,592.00	TOTAL	80	\$256.00	\$2,784.00

#56, ROME, NY & #87, SHERRILL, NY obacco Company FULL PROCE FULL PRICE/SAVINGS SAVINGS **RJR RJR EXTRA VALUE RJR RJR RJR** LOR LOR **RJR** L&M LOR LOR B&W 6 rows 3 rows PM L&M ATC B&W 4 rows 5 rows PM **ATC** B&W PM PM PM

*The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows

	Total	Fall	Savings	*** \$			Price	_	id Savings Cau	egory rows.
***************************************	Market	Price *	Price	Total	% of	*	Monthly	550850	Monthly	Annual
	Share	Share	Share	Rows	Rows	Rows	Payment	··· Rows	Payment	Payment
RJR	33.6%	26.9%	45.6%	60	28.6%	60	\$150.00	0	\$0.00	\$1,800.00
PM .	38.0%	45.6%	24.3%	44	21.0%	44	\$0.00	o	\$0.00	\$0.00
LOR	10.3%	15.1%	1.8%	36	17.1%	36	\$150.00	0	\$0.00	\$1,800.00
B&W	8.1%	5.0%	13.8%	27	12.9%	27	\$87.75	o	\$0.00	\$1,053.00
ATC	7.6%	5.7%	11.1%	24	11.4%	24	\$75.00	o	\$0.00	\$900.00
L&M	2.4%	1.7%	3.5%	10	4.8%	10	\$30.00	o	\$0.00	\$360.00
Other			1	9	4.3%	9	\$0.00	0	\$0.00	\$0.00
500000000 A14				:						
Testal **	160,0%	100.0%	100.0%	210	100.0%	210	\$492.75	Ð	\$0.00	\$5,913.00

*BASED UPON 500 CPW

Approved by: Winku

J & (9 Rows)

P & C FOOD WARKETS #56, ROME, NY & , SHERRILL, NY #302, SCHENECTARY PLA RAM # Tobacco Company FULL PRICE/BAVINGS TULL PRICE **RJR RJR** DORA LUINSTONI SALEIIL **RJR** MORE / NOW / VANTAGE WINSTON 819111EL. LOR LOR **B&W** LOR LOR IRM 6 rows 3 tows B&W **ATC** PM L&M 5 rows **4 rows** B&W **ATC** PM PM PM PM 3 (4.(8.Rows) = 1.50 4 (t.(12 Rows) (ewon e), if t * USE SHELF SPEITTERS WHERE ARCESON -*The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows. SEPPRATE
SOUTH OF CENTER EXTRAVALUE

MONARCH Eul ... Savings Total Vocest. Price * Total Market Price: ͺRows [≘] Share Rows Share Share 28.6% 45.6% 26.9% 33.6% **RJR** 21.0% 24.3% 45.6% 38.0% PM 17.1% 1.8% 15.1% 10.3% LOR 13.8% 12.9% 27 5.0% 8.1% B&W 11.4% 11.1% 5.7% 7.6% ATC 4.8% 3.5% 2.4% 1.7% L&M 4.3% Other 100,0% 100.0% 100.0% 210 100.0% Date: 1/34/94 Approved by:

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-5	Tobacco Company	#317	JOHNSTOW	N, NY			
	FULL PRICE		FULL PRICE/SAVINGS		SAVING	s PRICE	大大大大大大大大大大大大大大大大大大大大大大大大大大大大大大大大大大大大
	RJR		RJR		EXTRA	VALUE	
	RJR		RJR		R.	JR ·	
	LOR		LOR		R	JR	
	LOR		B&W		В8	kW	
	ATC		ATC		ATC 6 rows	B&W 6 rows	
	PM		PM		L8	M	
	PM		PM	18	P	M	
	4 ft.(12-500ms)		3 R 19 Rt41)		4 ⁸ ft.(12	Ross.	

*The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

b x	Total	Full	Savings			Feff	Price	Savin	gs Price	
630	Market	Price	Price	Total	% of		Monthly		Monthly	Annual
	Share	Share	Share	Rows	Rows	Rows	Payrit ent	Rows		Paym en t
RJR	33.6%	26.9%	45.6%	66	28.6%	66	\$165.00	0	\$0.00	\$1,980.00
PM	38.0%	45.6%	24.3%	54	23.4%	54	\$0.00	0	\$0.00	\$0.00
LOR	10.3%	15.1%	1.8%	33	14.3%	33	\$138.00	0	\$0.00	\$1,656.00
B&W	8.1%	5.0%	13.8%	27	11.7%	27	\$87.75	0	\$0.00	\$1,053.00
ATC	7.6%	5.7%	11.1%	27	11.7%	27	\$81.75	0	\$0.00	\$981.00
L&M	2.4%	1.7%	3.5%	12	5.2%	12	\$38.00	0	\$0.00	\$456.00
Other	1			12	5.2%	12	\$0.00	0	\$0.00	\$0.00
]	1	<u> </u>								
T ot al "	100.0%	100.0%	190,0%	231	100.0%	231	\$510,50	0	\$0.00	\$6,126.00

CURR

#3

#108. LITTLE FALLS. NY

FULL PROCE		77 2.1617	AUO, LII		SAVINGS PRICE	 SAVINGS	DDICE.	57
RJR		RJ			RJR	EXTRA		
RJR		RJ	IR		RJR	RJ	R	
LOR		LC	R		LOR	В&	w	
LOR		В&	·W		B&W	B&W 4 rows	ATC 5 rows	
LOR		AT	C		ATC	ΤA	С	
L&M		L&M 3 rows	PM 5 rows		РМ	PI	VI	
PW		Pi	VI		PM	PI	M	
3 ft.(9 Ro ⊬s) Š		26 h.ee	Ross.	1000	2.6 ft.(8 (Raws)	₈ 3 H ₂ (9 !	Rows)	

The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

" ine i	montniy paymei	nt snown un	der Full Pilo	e is the tota	и итопшиу Ра	iyinlerik tor b	our run Price a	and Savings	category rows.		
	Total	Full	Savings	307		Fu	Price	Saving	S Price		
	Market	Price	Price	Total	% of		Mentally	8 88"	Monthly	Annual	!
8	Share	Share	Share	Rows	Rows	Rows	Payment	Rows	Payment	Payment	Į
RJR	33.6%	26.9%	45.6%	59	24.8%	59	\$147.50	ା	\$0.00	\$1,770.00	ļ
PM	38.0%	45.6%	24.3%	56	23.5%	56	\$0.00	0	\$0.00	\$0.00	į
LOR	10.3%	15.1%	1.8%	43	18.1%	43	\$166.00	0	\$0.00	\$1,992.00	
B&W	8.1%	5.0%	13.8%	29	12.2%	29	\$94.25	0	\$0.00	\$1,131.00	
ATC	7.6%	5.7%	11.1%	30	12.6%	30	\$87.75	0	\$0.00	\$1,053.00	ı
L&M	2.4%	1.7%	3.5%	12	5.0%	12	\$38.00	0	\$0.00	\$456.00	
Other				9	3.8%	9	\$0.00	0	\$0.00	\$0.00	
	i j	•									
Total	100.0%	100.0%	100.0%	238	100.0%	238	\$533.50	0	\$0.00	\$6,402.00	

*BASED UPON 500 CPW

Approved by: _

8195 0981

Date: 1/24/94

#116, CORNING, NY & #119, ITHACA, NY

 100acco Company				• • • • • • • • • • • • • • • • • • • •	*************************************	
FULL PRIOL	PALE	RICE	SAVINOS PRICE		SAVINGS PRICE	3,540 3,444
RJR	RJ	R	RJR		EXTRA VALUE	
RJR	RJ	R	RJR		RJR	
LOR	LO	R	LOR		RJR	
LOR	LOR 4 rows	B&W 4 rows	B&W		B&W	
PM	АТ	С	ATC		B&W	
PM	AT	С	ATC		L&M	
PM	PN	3.783	PM		PM	
4 A.(12 Rows)	2.8 મ.(8	Shows it	2.5 tt.(B.B.coms)		4 8 (12 P ows)	

* The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

	minj payme					.,		agc	oatogoty tomo.		
	Total	Fu ll	Savings			Full	Price	Savin	gs Price	· · · · · · · · · · · · · · · · · · ·	
	Market	Price	Price	Total	% Oi	e	Monthly		Mon thly	« Annual	
	Share	Share	Share	Rows	Rows	Rows	Payment	Rows	Payment	Payment	
RJR	33.6%		45.6%	80	28.6%	80	\$200.00	0	\$0.00	\$2,400.00	
PM	38.0%	45.6%	24.3%	64	22.9%	64	\$0.00	0	\$0.00	\$0.00	
LOR	10.3%	15.1%	1.8%	44	15.7%	44	\$170.00	0	\$0.00	\$2,040.00	
B&W	8.1%	5.0%	13.8%	36	12.9%	36	\$117.00	0	\$0.00	\$1,404.00	
ATC	7.6%	5.7%	11.1%	32	11.4%	32	\$91.75	0	\$0.00	\$1,101.00	
L&M	2.4%	1.7%	3.5%	12	4.3%	12	\$38.00	0	\$0.00	\$456.00	ĺ
Other				12	4.3%	12	\$0.00	0	\$0.00	\$0.00	
Total	100.0%	100.0%	100.0%	280	100.0%	280	\$ 616.75	0	\$0.00	\$7,401.00	*

*BASED UPON 500 CPW



CURI IT #5

#75, DANSVILLE, NY

FULL PRICE	FULL PRICE	FULL PACE/SAVINGS	SAVINGS PRICE	SAVINGS PRICE
RJR	RJR	RJR	RJR	EXTRA VALUE
RJR	RJR	RJR	RJR	RJR
LOR	LOR	LOR	RJR	B&W
PM	LOR	LOR	ATC	B&W
PM	ATC	ATC	ATC	B&W B&W
PM	PM	L&M	B&W	B&W
PM	PM	PM	PM	PM
3.90mm.Rundi	25 ft.(8 Rows)	4 (LEZ Roses)	\$-5 0x10.13x2 *****	2.5 ft (B.Rows) &

* The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

3	Total	Full	Savings			Fün	Price	Savanç	rs Price	
8	Market	Price	Price	Total	% of		Monthly		Monthly	Annual .
	Share	Share	Share	Rows	Rows	Rows	Payment	Rows	Payment	Payment
RJR	33.6%	26.9%	45.6%	88	28.6%	88		0	\$0.00	\$2,640.00
PM	38.0%	45.6%	24.3%	76	24.7%	76	\$0.00	0	\$0.00	\$0.00
LOR	10.3%	15.1%	1.8%	48	15.6%	48	\$198.00	0	\$0.00	\$2,376.00
B&W	8.1%	5.0%	13.8%	40	13.0%	40	\$130.00	0	\$0.00	\$1,560.00
ATC	7.6%	5.7%	11.1%	36	11.7%	36	\$99.75	0	\$0.00	\$1,197.00
L&M	2.4%	1.7%	3.5%	12	3.9%	12	\$38.00	0	\$0.00	\$456.00
Other				8	2.6%	8	\$0.00	0	\$0.00	\$0.00
]							
Total	100.0%	100.0%	100.0%	308	100.0%	308	\$685. 75	.	\$0.00	\$8,22 9.00

Approved by: ___

21860 5620

Date: <u>//*24 | G*</u>

#1.

Tobacco Company	Meromothilli Matthian				houseseeds	Section 18 Control Visit
SAVINGS PRICE		SAVINGS/EULL PRICE		FULLS	न् र क्षा	
EXTRA VALUE		RJR		R.	IR 	
PACKS		RJR		R.	IR	
PACKS		LOR		LC)R	
PACKS		B&W		B&W 4 rows	L&M 8 rows	4.5
PACKS		ATC		ATC 4 rows	PM 8 rows	
PACKS		PM		Pl	M	
ARL(S2 Rows		4 ft.(12 fterus)	makan an a	4 ft #12	r Povis	

*The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

	Total	Full	Savings			Full	Price	Savin	gs P nce	200.00000000000000000000000000000000000
	Market	₽ ric e	Price	∭Tot al	% of		Meathly	* 1	Monthly	Annual
	Share	Share	Share	Rows	Rows	Rows	Payment	Rows.	Payment	. Payment
RJR	33.6%	26.9%	45.6%	48	30.8%	48	\$84.00	0	\$0.00	\$1,008.00
PM .	38.0%	45.6%	24.3%	32	20.5%	32	\$0.00	0	\$0.00	\$0.00
LOR	10.3%	15.1%	1.8%	24	15.4%	24	\$37.50	0	\$0.00	\$450,00
B&W	8.1%	5.0%	13.8%	16	10.3%	16	\$20.00	0	\$0.00	\$240.00
ATC	7.6%	5.7%	11.1%	16	10.3%	16	\$0.00	0	\$0.00	\$0.00
L&M	2.4%	1.7%	3.5%	8	5.1%	- 8	\$0.00	0	\$0.00	\$0.00
Other			i I	12	7.7%	12	\$0.00	0	\$0.00	\$0.00
Total .	100.0%	100.0%	100.0%	156	100.0%	156	\$141.50	0	\$ 0.0 0	\$1,698.00

Approved by:

of Winker

Date:

-39 Rel	unolds	P & C FOC MARKETS						
- 4 - 4	Tobacco Company FLALL PRICE		FULL PRICE	eibannos		SA VINGS PR ICE		
	RJR		RJR			EXTRA VALUE		
	RJR		RJ	IR		PACKS		
	LOR		LOR			PACKS		
	B&W		B&W 4 rows	L&M 8 rows		PACKS		
	ATC		ATC 4 rows	PM 8 rows		PACKS		
	РМ		P	M		PACKS		
	4#.(\$2Rows)		s 4 ft. (12	Rims)	Š.	4.11.412 Flows)		

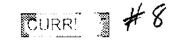
*The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

RJR	iona	Tag		Savings			, Full	Price	Savin	gs Price	
	Marke	t Prin		Price	Jotal	% 0 1		Monthly	, s (°)	Vionathly	Annual I
	Shart	Sha	179	Share	Rows	Rows	Rows	Payment	Rows	Payment.	Payment
RJR	33.6	5% 26	3.9%	45.6%	48	30.8%	48	\$84.00	0	\$0.00	\$1,008,00
PM	38.0)% 45	6.6%	24.3%	32	20.5%	32	\$0.00	0	\$0.00	\$0.00
LOR	10.3	3% 15	5.1%	1.8%	24	15.4%	24	\$37.50	0	\$0.00	\$450.00
B&W	1		5.0%		16	10.3%	16	\$20.00	0	\$0.00	\$240.00
ATC	7.6	5% 5	5.7%	11.1%	16	10.3%	16	\$0.00	0	\$0.00	\$0.00
L&M	2.4	1% 1	.7%	3.5%	8	5.1%	8	\$0.00	0	\$0.00	\$0.00
Other					12	7.7%	12	\$0.00	0	\$0.00	\$0.00
Total	100	19% 10X) (P%	100.0%	158	100.0%	156	\$141.50	9	\$0.00	\$1,698.00

Approved by:	Fllinku						
		7705	ADOTC				
		6699	09815				

2 Roundle

P & C FOC_ MARKETS



Tobacco Company FULL PRICE		#80, OSW	<i></i>	SAVINGS PROCE		
RJR		FULL R.			EXTRA VALUE	
RJR		R	JR		PACKS	
LOR		LC	OR .		PACKS	
B&W		B&W 8 rows	L&M 4 rows		PACKS	
ATC		ATC 8 rows	L&M 4 rows		PACKS	
PM		Р	M		PACKS	
PM		Р	M		PACKS	
4.12.80ms)	2	≜ ,tL	Aires)		4.46/6/4000	79

The menthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

8 "	ţ	Total	Full "	Savings			Fuff	Price	Saving	js Pric e	
	1	Market	Price	Price	Tot al	% of		Monthly		Monthly	Annual
	. 8	Share	Share	Share	Rows	Rows	Rows	Payment	Rous	Payment	Payment *
RJR "	֓ <i>֡</i> ֡֜֜֡֡	33.6%	26.9%		46			\$84.00	0	\$0.00	\$1,008.00
РМ	.	38.0%	45.6%	24.3%	48	26.7%	48	\$0.00	0	\$0.00	\$0.00
LOR		10.3%	15.1%	1.8%	24	13.3%	24	\$37.50	0	\$0.00	\$450.00
B&W	l	8.1%	5.0%	13.8%	20	11.1%	20	\$25.00	0	\$0.00	\$300.00
ATC		7.6%	5.7%	11.1%	20	11.1%	20	\$0.00	0	\$0.00	\$0.00
L&M		2.4%	1.7%	3.5%	8	4.4%	8	\$0.00	0	\$0.00	\$0.00
Other					12	6.7%	12	\$0.00	0	\$0.00	\$0.00
								\$14 6.50		\$0.00	\$1.758.00
Total		100.0%	100.0%	100.0%	180	100.0%	180	2 140 DU	v	DULUU 1	

- PReynolds Tobacco Company

P & C FOC_ MARKETS





ginno						
Tobacco Company FULL PRICE	* <u> </u>	FULL	RICE		SAVIN OS P RICE	
RJR		R.	IR		EXTRA VALUE	
RJR	7	R.	JR .		RJR	
LOR		LC)R		B&W	
LOR		L&M 8 rows	B&W 4 rows		B&W	
PM		A	ГС		ATC	
PM		Р	M	1	PM	
4tt.(12 Rows)		4 ft.(<u>1</u> 2	Revisi	:	4 ft.(12 Rows)	

The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

<u> </u>	Total	Full	Savings		* _	Füll	Pr ice " ‴	Savini	js Pince	
	** Market	Price	999288 7 28	Total	% of		Monthly	İ	Monthly	Annual
33 5 95 993	Share s	Share	Share	Rows	Rows	Rows	Payment	Rows	Payment	Payment
RJR	33.6%	26.9%	45.6%	60	27.8%		\$ i05.00	0	\$G.00	\$1,260.00
PM .	38.0%	45.6%	24.3%	48	22.2%	48	\$0.00	0:	\$0.00	\$0.00
LOR	10.3%	15.1%	1.8%	36	16.7%	36	\$55.50	0	\$0.00	\$666.00
B&W	8.1%	5.0%	13.8%	28	13.0%	28	\$35.00	0	\$0.00	\$420.00
ATC	7.6%	5.7%	11.1%	24	11.1%	24	\$0.00	0	\$0.00	\$0.00
L&M	2.4%	1.7%	3.5%	8	3.7%	8	\$0.00	0	\$0.00	\$0.00
Other				12	5.6%	12	\$0.00	0	\$0.00	\$0.00
			l							. ,,
Total	100.0%	100.0%	100.0%	216	100.0%	2,16	\$ 195.50	0	\$0.00	\$2,346.00

Approved by:

of Wisher

)ate: <u>//es</u>

Source: https://www.industrydocuments.ucsf.edu/docs/ttdn0000

JReynolds Tobacco Company

P & C FOC MARKETS



	SAVINGS PRICE	 SAVINGS PARCE	 SAVINGS/FL	L PRICE	F ULL PF , ICE	
	EXTRA VALUE	RJR	RJ	R	RJR	
	PACKS	RJR	RJ	R	RJR	
- T.	PACKS	B&W	LO	R	LOR	
	PACKS	B&W	B&W 4 rows	L&M 8 rows	LOR	
	PACKS	ATC	AT	С	PM	
	PACKS	РМ	PN	Λ	PM	
	4 # (12.85 ms)	 38 43 12 Rows)	4 ft.{12 }	₹o w s)	 4 ft.(12 Rows)	

* The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

	Total	Fell	Savings		*******	Full	P rice	Şaving	gs Pric e	
	Market	Price	Price	Total	%of	**	Monthly		Monthly	Annual *
	Share	Share	Sligre	Rows	Rows	Rows	Payment	Rows	Payment	Payment
RJR	33.6%		45.6%	72	31.6%	72		0	\$0.00	\$1,295.00
РМ	38.0%	45.6%	24.3%	48	21.1%	48	\$0.00	0	\$0.00	\$0.00
LOR	10.3%	15.1%	1.8%	36	15.8%	36	\$55.50	0	\$0.00	\$666.00
B&W	8.1%	5.0%	13.8%	28	12.3%	28	\$35.00	0	\$0.00	\$420.00
ATC	7.6%	5.7%	11.1%	24	10.5%	24	\$0.00	0	\$0.00	\$0.00
L&M	2.4%	1.7%	3.5%	8	3.5%	8	\$0.00	0	\$0.00	\$0.00
Other				12	5.3%	12	\$0.00	0	\$0.00	\$0.00
Total	100.0%	100.0%	100.0%	228	100.0%	2. 28	5198.50	i o	\$0.00	\$2,382.00

Approved by:

y Wisher

19	Reunolds	P 8	C FOO	MARKETS		CURR T
	Tobacco Compan		CEISAVILOS	BAVÎNGŞ PŘICE	SAVINOS PRICE	G 21 (20)
	RJR	R	NJR	RJR	EXTRA VALU	JE/虚
	RJR	F	NJR	RJR	PACKS	71 (1) (1) (1) (1) (1) (1) (1) (1) (1) (1
	LOR	L	.OR	B&W	PACKS	
	LOR	L&M 8 rows	B&W 4 rows	B&W	PACKS	
	PM	٩	ATC	ATC	PACKS	
	PM		PM	PM	PACKS	
	4 ft.(12 Roggs)	4.11 (*	12 Rews)	4 ft.(12 Rows)	4 ft.(12 Rows)	

* The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

THE HID	total	Full	Savings			Full	Price	Saving	jš Price	
	Market	Price	Рпсе	Total	% of		Monthly		Monthly	Annual
	Share	Share	Share	Rows	Rows	Rows	Payment	Rows	Payment	Payment
RJR	33.6%	26.9%	200VA	72	31.6%	72	\$108.00	Ü	\$0,00	\$1,296.00
PM	38.0%	45.6%		48	21.1%	48	\$0.00	0	\$0.00	\$0.00
LOR	10.3%	15.1%			15.8%	36	\$55.50	0	\$0,00	\$666.00
B&W	8.1%				12.3%	28	\$35.00	이	\$0.00	\$420.00
ATC	7.6%	5.7%			10.5%	24	\$0.00	0	\$0.00	\$0.00
L&M	2.4%			8	3.5%	8	\$0.00	0	\$0.00	\$0.00
Other	2.170			12	5.3%	12	\$0.00	0	\$0.00	\$0.00
Total	100.0%	100.0%	100.0%	228	100.0%	2 2 8	\$198 .50		\$0.00	\$2,38 2.00

Approved by:	 Millinka	Date:	1/24/94
	9795 09815		

CURRI # 16

P & C FOC MARKETS

- F	Tobacco Company	#74, CLYDE, NY			
	Tobacco Company FEAL PRICE	FULL PRICE/SAVINGS	SAVIÑO	9 P R ICE	
	RJR	RJR	EXTRA	VALUE	
	RJR	RJR	R	JR	
	LOR	LOR	LC	OR	
	B&W	B&W	B&W 5 rows	L&M 4 rows	
	ATC	ATC	ATC 5 rows	L&M 4 rows	
	PM	PM	P	M	
	РМ	PM	P	M	
	1 ft (9 Rome)	3.#42.Pg/***)	3 # .19	Tarms!	

*The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

	Total	Full	Savings			Fian	Price	Sevin	s P nce	
1	 Market*	Price	Price	Total	% of		Monthly :		Monthly	Annual
	Share	Share	Share	Rows	*Pows	Rows	Payanent	Roses	Payment	Payment
RJR	33.6%	26.9%	45.6%	45	23.8%	45	\$78.75	0	\$0.00	\$945.00
PM	38.0%	45.6%	24.3%	54	28.6%	54	\$0.00	0	\$0.00	\$0.00
LOR	10.3%	15.1%	1.8%	27	14.3%	27	\$42.00	0	\$0.00	\$504.00
B&W	8.1%	5.0%	13.8%	23	12.2%	23	\$28.75	0	\$0.00	\$345.00
ATC	7.6%	5.7%	11.1%	23	12.2%	23	\$0.00	0	\$0.00	\$0.00
L&M	2.4%	1.7%	3.5%	8	4.2%	- 8	\$0.00	o	\$0.00	\$0.00
Other				9	4.8%	9	\$0.00	0	\$0.00	\$0.00
			İ							
Total	100.0%	100.0%	100.0%	189	100,0%	189	\$149.50	Ď	\$9.00	\$1,794.00

CURKENT

Tobacco Company	#116, CORNING, NY	#119, ITHACA, NY	SAVINGS PRICE
RJR	RJR	RJR	EXTRA VALUE
RJR	RJR	RJR	RJR
LOR	LOR	LOR	RJR
LOR	LOR B&W	B&W	B&W
PM	ATC	ATC	B&W
PM	ATC	ATC	L&M
PM	PM	PM	PM
4 ft (12 Rays)	2 & R. (8 Rows)	2.5 It (8.Rows)	4.(J.(12 Haws)

* The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

			harmannasasasasasasa	\$5500	
	Total	*Full*	Savings	5000	
**** *	Market	Price 🗀	Price	Total	% of
	Share	Share	Share	Rows	Rows
RJR	33.6%	26.9%	45.6%	80	28.076
PM	38.0%	45.6%	24.3%	64	22.9%
LOR	10.3%	15.1%	1.8%	44	15.7%
B&W	8.1%	5.0%	13.8%	36	12.9%
ATC	7.6%	5.7%	11.1%	32	11.4%
L&M	2.4%	1.7%	3.5%	12	4.3%
Other				12	4.3%
Total	10 0.0%	100,0%	100.0%	28 0	100.0%

Approved by:	4	Winker
		OZGC MORTS

P & C FOC MARKETS #75. DANSVILLE, NY

Tobacco Co	אייאיין	#/5, DANSVILLE, NY	enconsisting at each contraction of the last of the first	generative as least to the first of the second of the sec
FULL FREE	FULL PRICE	FULL PRICEISAVINGS	SAVINGS PRICE	SAVINOS PRICE
RJR	RJR	RJR	RJR	SAVINOS PRICE EXTRA VALUE
RJR	RJR	RJR	RJR	RJR
LOR	LOR	LOR	RJR	B&W
PM	LOR	LOR	ATC	B&W
PM	ATC	ATC	ATC	B&W
PM P	PM	L&M	B&W	B&W
PM	PM	PM	PM	РМ
2.5 ft.(6 Hows)	2.5 (t.(8 How*)	4 II.(12 Rows)	2.5 ft.(8 Rows)	2.5 (f.(6 Rews)

* The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

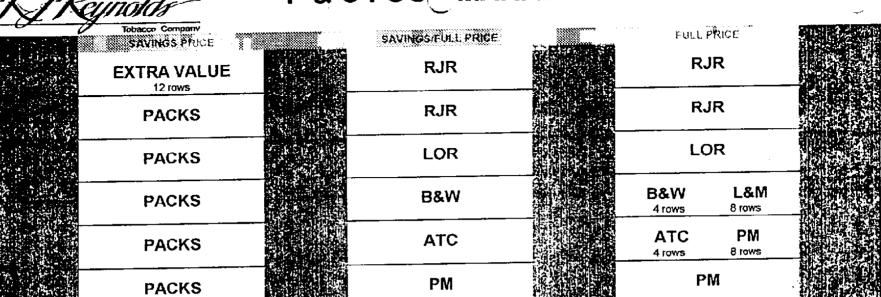
	any paymon				
	Total "	Full	Savings		
*	Market	Price	Price*	Total	% of
	Share	Share	Share	Rows	Rows
RJR	33.6%	26.9%	45.65₀	88	28.6%
PM	38.0%	45.6%	24.3%	76	24.7%
LOR	10.3%	15.1%	1.8%	48	15.6%
B&W	8.1%	5.0%	13.8%	40	13.0%
ATC	7.6%	5.7%	11.1%		11.7%
L&M	2.4%	1.7%	3.5%	12	3.9%
Other				8	2.6%
Total	100.0%	100.0%	100.0%	30E	100.0%

Source: https://www.industrydocuments.ucsf.edu/docs/ttdn0000

CURRENT

4 (t.(12 Rows)

P & C FOO MARKETS



4 gt.(12 Rows)

*The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

	fotal	Full	Savings	*****	
	Market	" Price	Price	Total	.⊬o f
	Share	Share	Share	Rows	Rows
RJR	33.6%	ž6.9%	45.6%	48	30.8%
РМ	38.0%	45.6%	24.3%	32	20.5%
LOR	10.3%	15.1%	1.8%	24	15.4%
B&W	8.1%	5.0%	13.8%	16	10.3%
ATC	7.6%	5.7%	11.1%	16	10.3%
L&M	2.4%	1.7%	3.5%	8	5.1%
Other				12	7.7%
Total	100.0%	10 0.0%	100.0%	156	100.0%

4 H. (12 Rows)

Approved by: _	 Winku	 Date:	1/24/94
	0595 098TC		

RYA	eunolds ==	P & C	FOO	MAR	KETS	PLANOGRAM #		
	Tobasco Company FULL PRICE		FULL PRICE	PAVINGS	प्रकार के क्षेत्रकार विकास	BAVINGS PRICE		
	RJR		RJ	IR		EXTRA VALUE		
	RJR		RJ	IR		PACKS		
	LOR		I_C)R		PACKS		
	B&W		B&W 4 rows	L&M 8 rows		PACKS		
	ATC		ATC	PM 8 rows		PACKS		
	PM		Pl			PACKS		
		Esta sibilitada (10142)			- A transfer and a second			

*The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

3887 885"	Total Market	Full Price	Sa vings Price	Total	% of "
	Share	Share	Share	≈ Rows	Hows
RJR	33.6%	3000 (A900000) A 1 1 1	45. 6 %	48	30.8%
PM	38.0%		24.3%	32	20.5%
•	10.3%		1.8%	24	15.4%
LOR B&W	B.1%		13.8%	16	10.3%
	7.6%		11,1%	16	10.3%
ATC	2.4%	•	3.5%	8	5.1%
L&M Other	2.470	****		12	7.7%
Total	100 764	100.0%	100.0%	156	1U 0:0 °

Approved by:	<u> </u>	Date:
(pproved by	1698 Ø981S	

Source: https://www.industrydocuments.ucsf.edu/docs/ttdn0000

1 3/ 3/	Tobacco Company	#80, OSWEGO, NY				common approximation of the control		
TO BE A SAME	FULL PRICE	e vers	FULL PRICE		シャンカビダ 美色成像形質 原発	SAVINGS PRICE		
	RJR		R	JR 		EXTRA VALUE 12 rows		
	RJR		R	JR		PACKS		
	LOR		LC)R		PACKS		
	B&W		B&W 8 rows	L&M 4 rows		PACKS		
	ATC		ATC 8 rows	L&M 4 rows		PACKS		
	PM		PM			PACKS		
	PM		Р	M		PACKS		
	4 H.(12 Rows)		4 ft.(12	Rows)		4 ft.(Rows)		

The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

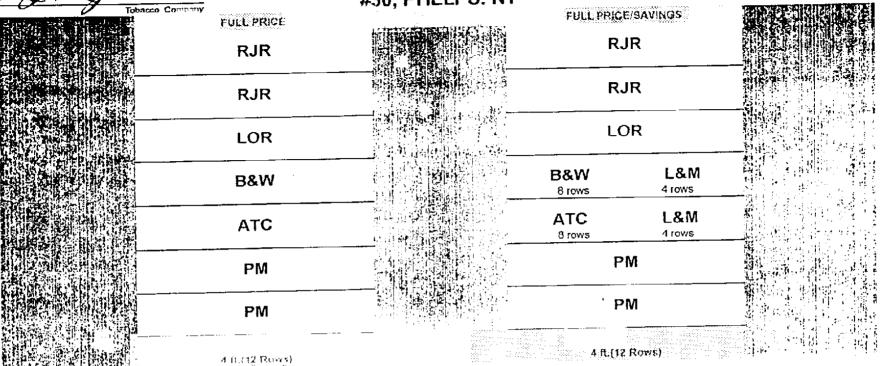
		THE INCIDEN	y paymont.			Ann coccess &
oc ·	ø	Total	Füll	Savi ngs	8	\$
:		Market	Price	Price	Total	% of
		Share	Shage	Share	Rows	Rows
RJR		33.6%	26.9%	45.6%	48	26.7%
PM		38.0%	45.6%	24.3%	48	26.7%
LOR	•	10.3%	15.1%	1.8%	24	13.3%
B&W		8.1%	5.0%	13.8%	20	11,1%
ATC		7.6%	5.7%	11.1%	20	11.1%
L&M		2.4%	1.7%	3.5%	8	4.4%
Other					12	6.7%
Total		100.0%	100.0%	100.0%	180	100.0%

approved by:	1	Winne	Date:	1/24/94
		ZE99 098TC		

Source: https://www.industrydocuments.ucsf.edu/docs/ttdn0000

CURRENT

#30, PHÈ∠PS. NY



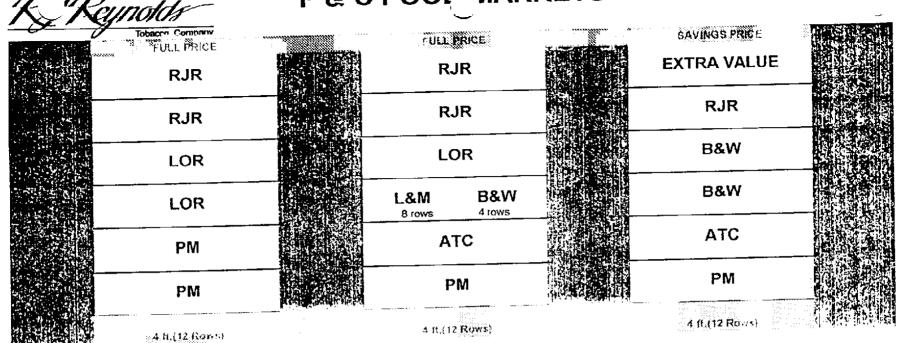
*The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

· · · · · · · · · · · · · · · · · · ·	Total	Full	Savings		W.
×	Market	Price	Price	Total	% of *
	Share	Share	Share	Rows	Rows
RJR	33.6%	26.9%	45.6%	48	28.6%
PM	38.0%	45.6%	24.3%	48	28.6%
LOR	10.3%	15.1%		24	14.3%
B&W	8.1%	5.0%	13.8%	20	11.9%
ATC	7.6%	5.7%	11.1%	20	11.9%
1 .	2.4%	1.7%	3.5%	8	4.8%
L&M Other	2.470	1.1 70		0	0.0%
Culei]	!			
Total	100.0%	* 100. 0%	100.0%	168	100.0%

Approved by: _	Winker
Approved by:	EE9S 098IS

Date: 1/24 /94

P&CFOOP MARKETS



The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

**	The months		SHOWN GIRO		::
***	Total	Fuff	Savings		
	*Market	Price	Price	「Total	% of *
	Share :	Share	Share	Rows	Rows
RJR	33.6%	26.9%	45.6%	60	27.8%
PM	38,0%	45.6%	24.3%	48	22.2%
LOR	10.3%	15.1%	1.8%	36	16.7%
B&W	8.1%	5,0%	أيمسسيا	28	13.0%
ATC	7.6%	5.7%	اممدا	24	11.1%
ľ	2.4%	1.7%	l	8	3.7%
L&M	2.470	,,,,,		12	5.6%
Other			!	į	1
Total	100.0%	100.0%	100.0%	216	100.0%

Approved by:	7	Winku	Date: 1/24/94
		£1860 5634	

P. Rounolds

P & C FOOD MARKETS

GAVINOS PRICE	SAVINGS PRICE	SAVINGS/FULL PRICE	IAL PRICE 配容i
EXTRA VALUE	RJR	RJR	RJR
12 rows PACKS	RJR	RJR	RJR
PACKS	B&W	LOR	LOR
PACKS	B&W	B&W L&M	LOR
PACKS	ATC	ATC	PM
PACKS	PM	PM	PM
4.II.(12 Rows)	4 (t.(12 Hows):::::	4 ft.(12 Rows)	# H,(12 Rows)

* The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

7 Ine m	outina baanien		- Annual Company Company (** 1		· 1
haraces (S)	Total s	Full	Sa vin gs		
D2000	Market	Price	Price	Total	% of
	Share	Shage	Share	Rows	Rows
RJR	33.6%	26.9%	45.6%	72	31.6%
PM	38.0%	45.6%	24.3%	48	21.1%
1	10.3%	15.1%		36	15.8%
LOR	8.1%	5.0%		28	12.3%
B&W	7.6%	5.7%		24	10.5%
ATC	2.4%	1.7%	l i	8	3.5%
L&M	2.470	1.7 70		12	5.3%
Other	1 !		Ļ		
Total	100.0%	400,0%	100.0%	" 2 28	100.0%

Date: 1/24/94

· And The Control of the Control of

P & C FOOD MARKETS

<i>}_</i>	Tobacco Company	វិទីស	PRICE	SAVINGS PRICE	elica.	SAVINGS PRICE
	RJR	121	JR	RJR		EXTRA VALUE
	RJR	R	JR	RJR		RJR
	LOR	L	.OR	LOR		B&W
	PM		OR	B&W		B&W
	PM	PM	L&M	ATC		ATC
	PM	d 1 ows	B rows	PM		PM
	4 (t.(12 Rows)	1209	12 (Rows)	4-ft.(12-Rows)		4 (L(12 Rows)

* The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

- The mo	inity paymen			gu		1
	Total	Fuil	Savings			
	Market	Price	Price	Total	% of	
	Share	Share	Share	Rows	Rows	ļ
RJR	33.6%	26.9%	45.6%		29,2%	
PM	38.0%	45.6%	24.3%	76		
LOR	10.3%	15.1%	1.8%	48		
1	8.1%	5.0%		36	1	
B&W	7.6%	5.7%		24	8.3%	·
ATC	2.4%	1.7%	1	8	2.8%	ŀ
L&M	2.47	1.70		12	4.2%	,
Other	1				1	
		****	100.0%	» 288	100.0%	
Total	100.0%	100.0%	100.07		£	38 .

Approved by:	-7	Wm.	nu	
••			098IS	

Tob	acco Company					
FULL PH	EFE COMBAN	FULL	r e	EAVINGS PRICE		SAVINGS PRICE
RJR		RJF	₹ .	RJR	E	XTRA VALUE
RJR		RJF	3	RJR		RJR
LOR		LOI	₹	LOR		B&W
PM		LO	₹	B&W		B&W
PM		PM 4 rows	L&M 8 rows	ATC		ATC
PM		PN	*	PM	제소리() 20년 대 20년 대	PM
4 원.(12 단)	ws)	40.02	low <u>s</u>)	4.ft.(12 Rows)		4 g .(12 F&=ws)

* The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

1 110	Testal	Full	Savings			FUII	Price	Saving	_{j5} Price	
	Market	l	Price	Total	% o f ⊸		Monthly		Monthly	Annual
	Singre	Share	Share	Rows	Rows	Rows	Payment	Rows	Payment	Payrigent
RJR	33.6%	55000000000000000000000000000000000000	45.6%	ô4	29.2%	84	\$147.00	이	\$0.66	\$1,764.00
PM	38.0%	1	24.3%	76	26.4%	76	\$0.00	O	\$0.00	\$0.00
LOR	10.3%			48	16.7%	48	\$70.50	0	\$0.00	\$846.00
B&W	8.1%	1 .		36	12.5%	36	\$45.00	0	\$0.00	\$540.00
ATC	7.6%		11.1%	24	8.3%	24	\$0.00	0	\$0.00	\$0.00
L&M	2.4%			8	2.8%	8 -	\$0.00	0	\$0.00	\$0.00
Other				12	4.2%	12	\$0.00	0	\$0.00	\$0.00
Total	100.0%	100.0%	100.0%	288	100.0%	288	5262.50	D	\$0.00	\$3,15 0.0 0

Approved by:

J Winker

Date: 1/24/4

P & C FOOT MARKETS

PLANOGRAM #13

PG-Paus	Ida-	P&CFOC)[_MARKE12	PLANOGRAM +
Toba	cca Channany	EUI.L PRICE	and a serior	SAVINGS PILIC
RJR		RJR	RJR	EXTRA VALUE
		RJR	RJR	RJR
RJR		LOR	LOR	B&W
LOR			- B&W	B&W
PM		LOR		ATC
PM		PM L&M 4 rows 8 rows	ATC	
PM		PM	PM	PM : \$3
4 II.(12 Ro)	4 tr. (12 Hows)	4.10.(12 Rows)	4 11. (12 Rows)

* The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

THE MOI	าเกโy paymei Totaัโ	∰ Füll d	Savinos		. نو ن
	Market	Price	Price .	₃₈ *Total	% of
	Simre	Share	Share	Rows	Rows
5.1B	33.6%	26.9%	45.6%	84	29.2%
RJR	38.0%	45.6%	24.3%		26.4%
PM	10.3%		1.8%	48	16.7%
OR	8.1%	5.0%		36	12.5%
3&W	7.6%	5.7%		24	8.3%
ATC	2.4%	1.7%			2.8%
L&M	2.4,0			12	4.2%
Other					
Total	100.0%	100.0%	100.0%	288	100.0%

	·	
Approved by:	8695 09815	

&C FOOD MARKETS

TORES: #195 SAYRE, PA
J' NON SELF-SERVICE (PLANOGRAM # 14)

RJR	RJR	RJR	RJR	RJR
RJR	RJR	RJR	RJR	RJR
LOR 	LOR	LOR 	LOR	B&W
PM	PM	L&M	B&W	B&W
PM	PM	ATC	ATC	ATC
РМ	PM	PM	PM	PM
4 FEET 12 ROWS	4 FEET 12 ROWS	4 FEET 12 ROWS	4 FEET 12 ROWS	4 FEET 12 ROWS

DATED:	
AUTHORIZED	BY:

COMPANY	# ROWS	% ROWS
RJR	108	30.00%
ATC:	36	10.00%
B&W	36	10.00%
PM	108	30.00%
LOR	48	13.33%
L&M	12	3.33%
OTHER	12	3.33%
TOTAL	360	100.00%

CURRENT

P & C FOOD WARKETS
#23. MATTYDALE, NY & #66, CAZENOVIA, NY

Tobecco Comm	#23, IVIA I I I	IDALE, NI & #00, CA			SAVELES NO PER PROPERTY OF
THE RESERVE WHEN THE PARTY OF T	FULL PRICE	The State of the S	FULL PRIC	EIBAVINGS	
	RJR		R.	JR	
	RJR		R	JR	
	LOR		LC	OR	
	B&W	4.0	B&W 4 rows	L&M 8 rows	
	ATC		ATC 4 rows	PM 8 rows	
	PM		P	M 	
	4 ft.(12 Rows)	20000 10000 20000 0000000	4 ft.[12	Rows)	基础基础的

*The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

pow 46000000	†™ Tö tal	Full	Savings	9000	8
5 4	Market	Price	Pri ce	Total	% of
	Share	Share	Share	Rows	Rows
RJR	33.6%	26.9%	45.6%	48	33.3%
PM	38.0%	45.6%	24.3%	32	22.2%
LOR	10.3%	15.1%	1.8%	24	16.7%
B&W	8.1%	5.0%	13.8%	16	11.1%
ATC	7.6%	5.7%	11.1%	16	11.1%
L&M	2.4%	1.7%	3.5%	8	5.6%
Other				0	0.0%
Total	100.0%	100.0%	10G.D%	184	100.0%

Approved by: _	-2/	Wink	a	Da
, , ,		Ø\$95	09819	

Source: https://www.industrydocuments.ucsf.edu/docs/ttdn0000

RR	rynolds-		FOOL MAR	KETS			CURRENT
	Tobacco Company FULL PRICE	356	#74, CLYDE, NY		:DNIVAE	PR ICE	
	RJR		RJR		EXTRA	VALUE	9
	RJR		RJR		R	IR 	
	LOR		LOR		LC)R	
	B&W		B&W		B&W 5 rows	L&M 4 rows	
	ATC		ATC		ATC 5 rows	L&M 4 rows	
	PM		PM		P	M	
	PM		PM		Pl	M 	
	* IL(9 Rows)		्र त.ष्ट्र (रह्मक्ट)		3 11.(9 1	Rows]	

*The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

		.,,,		lana and a second	r
	Total	Full	Savings		
	Merket	Price -	Price	Total	% of
	Share	§ Share	Sitare	Rows	Rows
RJR	33.6%	26.9%		45	1
PM	38.0%	45.6%	24.3%	54	28.6%
LOR	10.3%	15.1%	1.8%	27	14.3%
B&W	8.1%	5.0%	13.8%	23	12.2%
ATC	7.6%	5.7%	11.1%	23	12.2%
L&M	2.4%	1.7%	3.5%	8	4.2%
Other				9	4.8%
Total	100.0%	100.0%	100.0%	189	100.0%

P & C FOC MARKETS #185, AUBURN, NY

Tobacco	Company		#185, AUBURN, NT			
4 ST WATER OF THE	<u> ក្លុបនេះ អង្គើ</u> ល	E		έσε ς PRIÇ	ESAVINGS	
	RJR			R	JR	
	RJR			R	JR	
	LOR			L	OR	
	LOR 3 rows	B&W 6 rows		B8	kW	
	ATC	-		ATC 7 rows	B&W 2 rows	
	PM			PM 3 rows	L&M 6 rows	
	PM		一种,一种,一种	p	M	
	3 ft.(9 Rows	: . · · · · · · · · · · · · · · · · · ·		± 40.(9	Rows)	

*The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

			language and a second	Lanciana v	#2200000000 PM 1
	∘ Total	Full	Savinge		
	Market	Price	Price	Total	% of
	Share	Share	Share	Rows	Rows.
RJR	33.6%	26.9%	45.6%	36	28.6%
PM -	38.0%	45.6%	24.3%	30	23.8%
LOR	10.3%	15.1%	1.8%	21	16.7%
B&W	8.1%	5.0%	13.8%	17	13.5%
ATC	7.6%	5.7%	11.1%	16	12.7%
L&M	2.4%	1.7%	3.5%	6	4.8%
Other				0	0.0%
Total	100.0%	100.0%	100.0%	126	100.0%

Source: https://www.industrydocuments.ucsf.edu/docs/ttdn0000

3 ft (9 Rows)

P & C FOOP MARKETS

COURKERY

3 R.(9 Rows)

#108, LITTLE FALLS, NY

Tobacco Company	and the second s	LE FALLO, NI	SAVINGS PRICE	11/2
FULL PRICE	FULL PRICE	SAVINGS PRICE	EXTRA VALUE	
RJR	RJR	RJR		-48
17.JT	RJR	RJR	RJR	
LOR	LOR	LOR	B&W	
LOR	B&W	B&W	B&W ATC 4 rows 5 rows	
LOR	ATC	ATC	ATC	
L&M	L&M PM	РМ	PM ·	
PM	PM	PM	PM	

* The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

2,5 ft. (8 Rovis)

- The mor	Ithis hayme		wearest the contract of the co	- you	3888
***************************************	" fotal	THE THE	Sav ings	§	3
	Market	Price 8	⊮Priee	Total	% Å#
:	Share	Share.	Share	Rows	Rows
RJR	33.6%	26.9%	45.6%	59	i .
PM	38.0%		24.3%	56	1 .
LOR	10.3%		1.8%	43	
B&W	8.1%		13.8%	29	1 I
ATC	7.6%	l	11.1%	30	1
1	2.4%	l		12	5.0%
L&M	2.470	1	Ì	9	3.8%
Other	1			1	1
Total	100.0%	100.0%	100,0%	238	100.0%

Annroved by:	Jh	Unk	e		Dat
Appioved by.			09819		

Date: 1/24/94

2.5 ft (8 Rows)

#3

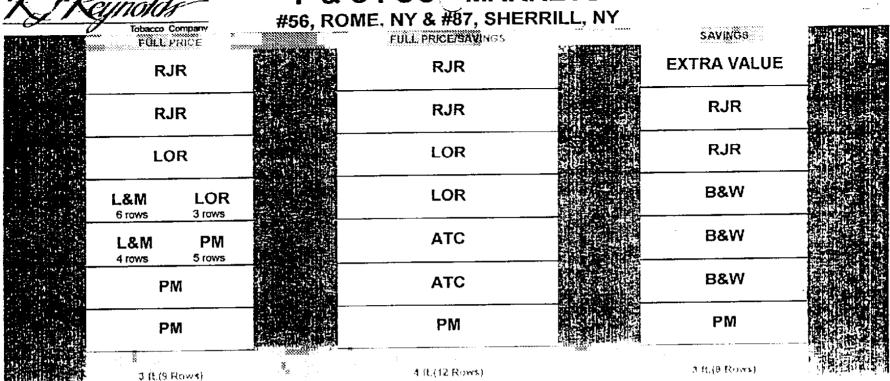
P&CFOOP MARKETS

	Tobacco Company	#317,	JOHNSTOW	N, NY			Needona Can
1900	FULL PRICE		full pricě/savings	ioni Na Sumas dise <mark>mbruidesi</mark> t	SAVING	3 PRICE	
	RJR		RJR		EXTRA	VALUE	
	RJR		RJR		R.	JR	
	LOR		LOR		R	JR	
	LOR		B&W		В8	kW	
	ATC		ATC		ATC 6 rows	B&W 6 rows	
	PM		PM		L8	kM	
	PM		PM		P	M 	
	4 ft.(12 Rows)	711-4-1-5	3 ft.(9 Rows)	. _	4 IL(12	(Kows)	

*The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

	The month				om 2
\ <u>*</u>	Total	៊ី ដែរពី	Savings		
	Market	Price	Price	Total	%s of
	Share	Share	Share	Rows	Rows
RJR	33.6%	26.9%	45.6%	66	28.6%
PM	38.0%	45.6%	24.3%	54	23.4%
LOR	10.3%	15.1%	1.8%	33	14.3%
B&W	8.1%	5.0%		27	11.7%
ATC	7.6%	5.7%	11.1%	27	11.7%
L&M	2.4%	1.7%		12	5.2%
	2.470			12	5.2%
Other	i			İ	
Total	100.0%	100.0%	100.0%	231	10 0.0%

P & C FOOT MARKETS



*The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

The transfer of the transfer o							
	Total	Full	Savings				
	Market	Price	Price	Ťotal	% of		
	Share	Share	Share	Rows	Rows		
RJR	33.6%	26.9%	45.6%	60	28.6%		
PM	38.0%	45.6%	24.3%	44	21.0%		
LOR	10.3%	15.1%	1.8%	36	17.1%		
B&W	8.1%	5.0%	13.8%	27	12.9%		
ATC	7.6%	5.7%	11.1%	24	11.4%		
L&M	2.4%	1.7%	3.5%	10	4.8%		
Other				9	4.3%		
Total	100.0%	100.0%	100.0%	219	100.0%		

Approved by: _ S\$95 098TS

Tobacco Con FULL PRICE	FULL PHICE/BAVINGS	SAVINGS PRICE	SAVINGE PRICE
RJR WINSTON	RJR WINSTON - SALEM	RJR DORAL	EXTRA VALUE
RJR	RJR VANTAGE - NOW - MORE	RJR MONARCH-MAGNA	PACKS
LOR	LOR	B&W	PACKS
L&M	LOR	B&W	PACKS
PM	ATC	ATC	PACKS
PM	PM	PM	PACKS

*	Total	Full	Savings	25 2000	3,100,000
	Market	Price	Price	Total	% of
	Share	***Share	Share	Rows	Rows
RJR	33.6%	26.9%	45.6%	66	31.4%
РМ	38.0%	45.6%	24.3%	42	20.0%
LOR	10.3%	15.1%	1.8%	33	15.7%
B&W	8.1%	5.0%	13.8%	24	11.4%
ATC	7.6%	5.7%	11.1%	24	11.4%
L&M	2.4%	1.7%	3.5%	9	4.3%
Other				12	5.7%
Other.					
Total	100.0%	100.0%	100.0%	210	100.0%

Date: 1/24/94

P & C FC D MARKETS #20, BURNET AVENUE, SYRACUSE, NY



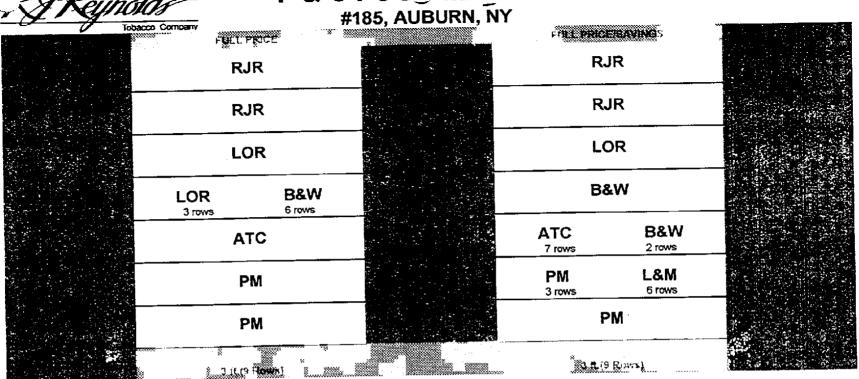
	FULL PROCE	FULL PR I	E/SAVING S	SAVINGS PRICE	
5	RJR	RJR		EXTRA VALUE	
4	RJR	RJR		PACKS	
4	RJR	RJR		PACKS	
4	LOR	LOR		PACKS	
4	LOR	B&W		PACKS	
5	PM	ATC	B&W	PACKS	
3	PM	A	тс	PACKS	
3	РМ	PM 3 rows	L&M 6 rows	PACKS	
3	PM	F	M	PACKS	
1	3 ft. (8.Rops)	3 ft. (9	Hows)	4.fl. (12 Rows)	

2/8/94

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P&CFOC_MARKETS

CURRE



*The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

	p:	ayment for i	potu Lan Lii	ce and Sav	ings carego	. , , 0	*************************	GBC000000000000000000000000000000000000	**************************************	- ·
ţ	Total	Fuff	Savinus			Fell I	P rice 💮	Savino	s Price	
1	1 1	Price	Price	1 otal	%0 €		Monthly		Hontsty ,	Annual
1 8	Market		ek	Rows	Rows	Rows	Payment	Rows	Payment	Payment
	Share	Share	45.6%	200000000000000000000000000000000000000	28.6%	980 -0000000000	\$63.00	0	\$0.00	\$756.00
RJR	33.6%					1	\$0.00	0	\$0.00	\$0.00
PM .	38.0%					. 1	\$33.00	n	\$0.00	\$396.00
LOR	10.3%	15.1%			16.7%			ŏ	\$0.00	\$255.00
B&W	8.1%	5.0%	13.8%	t .	13.5%	1 1	\$21.25	0		\$0.00
ATC	7.6%	5.7%	11.1%	16	12.7%	16	\$0.00	U	\$0.00	· 1
L&M	2.4%		3.5%	6	4.8%	6	\$0.00	미	\$0.00	\$0.00
1				l o	0.0%	0	\$0.00	이	\$0.00	\$0.00
Other	1		1]						
			200	4.00	100.0%	126	\$117.25	0	\$0.00	\$1,407.00
Total	400.0%	100.0%	100.0%	126		(2) (2)		***************************************	\$55555	***************************************

Approved by:

P&C FOOD MARKETS

STORES: #124 HOMER AVENUE, CORTLAND (PLANOGRAM # 18)

STORE SHELVING

RJR	RJR	RJR				
LOR/7 PM/6	ΡМ	РМ				
LOR	L&M	ATC				
B&W						
PM/7 ATC/6	UNDER COUNTER STORAGE					
B&W/7 PM/6		•				
4 FFFT	4 FFFT	4 FFFT				

4 FEET 13 ROWS

4 FEET 13 ROWS

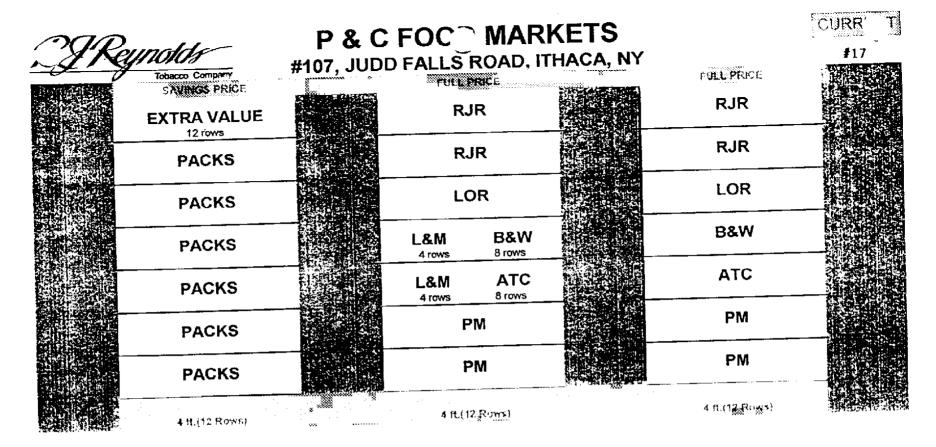
4 FEET 13 ROWS

DATED:

)

AUTHORIZED BY:

COMPANY	#Rows	% ROWS	MONTH	QUARTER	YEAR
RJR	39	25.0%		\$0.00	\$0.00
ATC	19	12.2%		\$0.00	\$0.00
B&W	20	12.8%		\$0.00	\$0.00
PM	45	28.8%		\$0.00	\$0,00
LOR	20	12.8%		\$0.00	\$0.00
L&M	13	8.3%		\$0.00	\$0.00
TOTAL	156	100.0%		\$0,00	\$0.00



*	The monthly	y payment (shown unde r	r Fuil Price i	s the total m	nonthly payr	nent for both F	ull Price and Savino	Savings cated	ory rows.
	Total Market Share	Full Price Siltare	Savi ngs Price Share	Total Rows	% of Rows	Rows 48	Monthty Payment \$84.00	Rows 0	Monthly Payment \$0.00	Annual Payment \$1,008.00
RJR PM LOR B&W	33.6% 38.0% 10.3% 8.1%	45.6% 15.1%	24.3% 1.8%	48 24 20		48 24 20	\$0.00 \$37.50 \$25.00	0 0 0	\$0.00 \$0.00 \$0.00 \$0.00	\$0.00 \$450.00 \$300.00 \$0.00
ATC L&M Other	7.6% 2.4%	5.7%	11.1%		11.1% 4,4% 6.7%	8	\$0.00	0	\$0.00 \$0.00	\$0.00 \$0.00
Total	100.0%	100.0%	100.0%	180	100.0%	180	\$ 146 .50		\$0.00	\$1,758.00

Approved by:	Date:
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P&CFOC MARKETS

#23/MATINDALEUM & #66, CAZENOVIA, NY FILE PRICE/SAVINGS PRICE **RJR RJR RJR RJR** LOR LOR L&M B&W B&W 8 rows 4 rows PM **ATC ATC** 8 rows 4 rows PM PM 4 ft (12 Roms) 4.1L(32 Rows)

> *The monthly payment shown under Full Price is the total monthly payment for both Full Price and Savings category rows.

	pa	syment for b	oth Full Price	ce and Savi	iligs caregory	Fell		Saving	s Price	
	Total	Follow	Savings	× 2000022	%of	8	Monthly		Manthly	Annual
o: 100000	Market	Price	Price	Total	******************* *	Dave	Payment	i∞ Rowss	Payment	Payment
	Stare	Share	Share	Rows	Rows	Rows 48	\$84.00	0	\$0.00	\$1,008.00
RJR	33.6 %	26.9%		48	33.3%	32	\$0.00	ol	\$0.00	\$0.00
PM	38.0%	45.6%			22.2%	24	\$37.50	o	\$0.00	\$450.00
LOR	10.3%	15.1%		'	16.7%	16	\$20.00	o	\$0.00	\$240.00
B&W	8.1%	5.0%				16		ol	\$0.00	\$0.00
ATC	7.6%	5.7%		_	t I	8.	\$0.00	ol	\$0.00	\$0.00
L&M	2.4%	1.7%	3.5%	8	5.6% 0.0%	0	\$0.00	ol	\$0.00	\$0.00
Other				U	0.0%	V	40 .25			0, 00000000000
					100.0%	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	\$141.50	.0	50.00	£1,698.00
	480.09/	100.0%	100.0%	144	100.070				1,55	

Approved by:

of Winker

Date: 1/24/94

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Reynolds Tobarra Campany

P & C FOC MARKETS



#30, PHELPS, NY FULL PRICE/SAVINGS FÜLLPRICE RJR **RJR RJR RJR** LOR LOR L&M B&W B&W 4 rows 8 rows L&M **ATC** ATC 4 rows 8 rows PM PM PM PM 4 ft (12 Roms)

*The monthly payment shown under Full Price is the total monthly

Approved by:

21860 5652

Date: 1/24/94

Source: https://www.industrydocuments.ucsf.edu/docs/ttdn0000

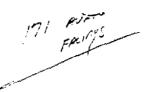
P&C FOOD MARKETS STORES: #195 SAYRE, PA 'NON SELF-SERVICE

				
RJR	RJR	RJR	RJR	RJR
RJR	RJR	RJR	RJR	RJR
LOR	LOR	LOR	LOR	B&W
РМ	PM	L&M	B&W	B&W
РМ	РМ	ATC	ATC	ATC
РМ	РМ	РМ	РМ	PM
4 FEET 12 ROWS	4 FEET 12 ROWS	4 FEET 12 ROWS	4 FEET 12 ROWS	4 FEET 12 ROWS

DATED:					
AUTHORIZED	BY:				

COMPANY	# ROWS	% ROWS	MONTH	YEAR
RJR	108	30.00%	\$189.00	\$2,268.00
ATC	36	10.00%	\$0.00	\$0.00
B&W	36	10.00%	\$45.00	\$540.00
PM	108	30.00%	\$70.50	\$846.00
LOR	48	13.33%		\$0.00
L&M	12	3.33%		\$0.00
OTHER	12	3.33%		\$0.00
TAL	360	100.00%	\$304.50	\$3,654.00

4' PACKAGE INSERT P & C FOOD MARKETS/NON SELF-SERVICE



											19 6%	W'							
	-	R. J. REYNOLDS PROMOTION SECTION																	
												WINSE	WINGEL	אשופטונע א	משפעונים				
1	WINSTON	WINSTON	ytinston	WINSTON	WINSTON	WINSTON	WINSTON	MOTSWA	WINSTON CL 100	WINSTON	WINSTON	Ser Co	78N1ADE 408	THE PERSON	Amarice	EX VALUE	EX VALUE	EX VALUE	EX VALUE
('	KING	KING >	BOX	100	LIGHT	LT. BOX	LT. 100	فستقى	SEL DOX	VI.446	56 C 12 X	FILTER	100	JUL KG,	01, 10 0	LT. Kg	LT. 100	LTMKG	LT M 100
\	CAMEL	CAMEL	CAMEL	CAMEL	CAMEL	CAMEL	CAMEL	CAMEL	CAMEL	VANT	VADAT	VANTAGE	VANTAGE		CECHAL	EX VALUE	EX VALUE	EX VALUE	EX VALUE
У	REG	FILTER	LTKG	LT 100	UL BOX	UL BX 100	SPLTKO	SPLTBX	SP BX 100	#50	-DER 100	oli ex kg	100 X	(de it o	7 WL 100	FF KG	FF 100	FFMKG	FF M 100
	CAMEL	CAMEL	MORE	MORE	SALEM	SALEM	SALEM	SALEM	SALEM	SALEM	SALEM	DORAL	DORAL	DORAL	DORAL	DORAL	EX VALUE	EX VALUE	EX VALUE
•	WIDE FT	WHELT	120	MEN 120	KING	100	LTKG	LT 100	SLIM	UL KQ	UL 100	LTKG_	LT 100	LT M KG	LT M 100	NON FT	NON FT	UL KO	UL, 100
. !	MARL	MARL	MARL	MARL	MARL	MARL	MARL	MARL	MARL	MARL	MARL	DORAL	DORAL	DORAL	DORAL.	DENGRAM		STERLING	
1	MISOFT (вох	вох) 100	100 BX	LTKG	LT 100	LTBOX	LT 9X 100	MD KG	MD 100	FF KG	FF 100	FF M KG	FF M 100	456	100	MESH T	ALC: VALLE
1	NEWPORT	NEWPORT	NEWBORT	NEWPORT	NEWPORT	NEWPORT	OLD GOLD	OLD GOLD	OLD GOLD	PMALL	P MALL	575E5/B-		STERLING	STERLING	STERLING	STERLING	STERLING	STERLING
Į	KING	100	BOX KO	BOX 100	LT BOX	LT BX 100	LTKG	FILTER	100	KING	100	V/www	ULABO	100	MEN 100	LT 100	LT M 100	SLIM	SLIM MEN
	KENT	KENT	KENT	KENT	KENT	KENT	TRUE	TRUE	TRUE	TRUE	CHESTER	LUCKY	Lam	САМВ	CAMB	CAMB	CAMB	CAMB	CAMB
I	KINO	100	a.L. Ka	G. L. 100	III KG	III 100	FILTER	100	MEN KG	MEN 100	KING	STRIKE	KINO	FFKG	FF 100	LT KG	LT 100	LT M 100	UL 100
1	MERIT	MERIT	MERIT	MERIT	MERIT	MERIT	MERIT	KOOL	KOOL	KOOL	KOOL	BARCLAY	BARCLAY	VICEROY	VICEROY	MISTY	MISTY	MISTY	MISTY
1	FILTER	вох	100	UL. KG	UL 100	ULTIMA	MENTHOL	KING	801	100	MILD	KING	100	FILTER	100	LT 100	LT M 100	SLIM	SLIM MEM
1	BAH	BAH	8 8 H	ван	BAH	9 & H	PARLMINT	PARLMNT	PARLMNT	TAREYTN	TAREYTN	LARK	LARK	MONTCLR	MONTOLR	MONTOLR	MONTCLR	MONTCLR	MONTCLR
١	100	MEN 100	LT 100	LEM 100	UL 100	ULM 100	KING	BOX	500	FILTER	100	KING	100	FF KO	FF 100	LT KG	0 UL 100 ME	100	MEN 100
-	VIR SL	VIR 5L	VIR SL	VIR SL	VIR SL	VIR SL	EVE	EVE.	EAE	EVE	CARLTON	CARLTON	CARLTON	RALEIGH	RALEIGH	RALEIGH	RALEIGH	RALEIGH	RALEIGH
									480	84-11400	VIIIO	400	MEN 400	EVKO	EY 100	EXITED	EV 100	EX 111 KG	EX 10 100

To: FRANK WINKER. FROM: BRUCE COOK

THE MOVE LISTED PLANOGRAM WAS IMPLEMENTED IN THE OFFICES WHERE CARTON FIXTURES WERE ALTERED. PLANE NOTE THAT SAVINGS BRANDS ARE PLANOGRAMMED TOGETHER TO THE RIGHT SIDE OF THE FIXTURE, AND THAT OF THE 171 ROWS, 169 BRANDS ARE REPRESENTED. I THOUGHT THIS WOLLD REPRESENT THE LARGEST SHAPE OF MAPLIET TO APPEAL TO CONSUMERS. THERE ARE NOT A LOT OF MULTIPLE COLUMNS OF MAPLEBORD OR WINSTEN, PREAMSE THE BACK UP CAPTONS TO REFILL ARE NEXT TO THE PACK SECTION.

JEGRALSE THE BACK UP CAPTONS TO REFILL ARE NEXT TO THE PACK SECTION.

THOPE THIS MAKES SENSE. IF NECESSARY, I CAN MAKE SOME POSITIONING THANGES.

President Pepaga Pepaga

P&C FOOD MARKETS N.S.S. 4' PACKAGE INSERT

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SECTION								
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P & C FOOD MARKETS - 140 SL CHECKLANE FIXTURE PLAN-O-GRAM #1

	M PROI		de Carte des Anti-contribitor					PM P	ROMO	TIONS	ONLY				PI	M PROI	MOTIO	NS ON	LY
PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	РМ	PM	PM	PM	PM	PM	PM
PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM
PM	PM	PM	PM	PM	PM	PM	РМ	РМ	РМ	РМ	PM	РМ	РМ	PM	PM	PM	РМ	PM	PM
VANTGE	VANTGE	VANTGE	VANTGE	VANTGE	WINSTN	WINSTN	WINSTN	WINSTN	WINSTN	WINSTN	SALEM	SALEM	SALEM	SALEM	CAMEL	CAMEL	CAMEL	CAMEL	MORE
FILTER	"100"	MEN	UL KG	UL 100	KING	вох	<u>"100"</u>	LT KG	LT BOX	LT 100	SLIM	LT 100	LT KG	C.C.	REG.	FILTER	LT KG	LT 100	-120-
DORAL	DORAL	DORAL	DORAL	DORAL			WINSTN				SALEM	SALEM	SALEM	SALEM	CAMEL	CAMEL	CAMEL	иом	иом
LT KG	LT 100	FF KG	FF 100	UL 100			SELECT LT KG		1	l	KING	-100-	ULKG	UL 100	SPEC. LT KG	SPEC.	SPEC. LT 100	*100°	MEN 100
B&W	B&W	B&W	B&W	B&W	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR
ATC	ATC	ATC	L&M	1.8M	1.8M	1.8M	1.8M	L&M	L&M	ATC	ATC	ATC	B&W	B&W	B&W	B&W	B&W	B&W	B&W
	/ II O		10.14	LOIN	LONIVI				977										200

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P & C FOOD MARKETS - 140 SL CHECKLANE FIXTURE PLAN-O-GRAM #1

P	M PRO	мотю	NS ON	LY \$			11119	PM P	ROMO	TIONS	ONLY				P	M PRO	MOTIO	NS ON	LY
1.550	建造品	沙沙水	"银龙器"	市民长	3132	新花花	13.00	1000	平安排以	朝衛	16	排業機	和的	機能		序系设		学子()	指数
PM	РМ	РМ	РМ	РМ	PM	РМ	PM	РМ	PM	PM	РМ	PM	РМ	PM	PM	PM	PM	РМ	PM
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3	建整件	100 Mg	编验	18 1 T	14 TO 18	等摄影	ri _{ali}	tuji titili j	上为国	類聯	Bill in	155	新山湖	・ 展記を持ちない。 ・ 展記を持ちない。	* 198	1		理變	""
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PM	PM	PM	РМ	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM
	1000	Partie.	3	Track.		李明李				No.		19	沙	逐動建				的 电路 运用器	15.8
VANTGE	VANTGE	VANTGE	VANTGE	VANTGE	WINSTN	WINSTN	WINSTN	WINSTN	WINSTN	WINSTN	SALEM	SALEM	SALEM	SALEM	CAMEL	CAMEL	CAMEL	CAMEL	MORE
				.											1				
FILTER	~100°	MEN	UL KG	UL 100	KING	вох	-100°	LT KG	LT BOX	LT 100	SLIM	LT 100	LT KG	c.c.	REG.	FILTER	LTKG	LT 100	-120-
DORAL	DORAL	DORAL	DORAL	DORAL	WINSTN	WINSTN	WINSTN	WINSTN	WINSTN	WINSTN	SALEM	SALEM	SALEM	SALEM	CAMEL	CAMEL	CAMEL	NOW	NOW
				[]	SELECT	SELECT	SELECT	SELECT	SELECT	SELECT					SPEC.	SPEC.	SPEC.		
LTKG	I T 100	FF KG	FF 100	UL 100	FF KG	FF BOX	LTKG	LT BOX	LT 100	SLIM LT	KING	*100*	UL KG	UL 100	LTKG	LT BOX	LT 100	"100"	MEN 100
	:83																	-	
B&W	BSVV	₿&W	B&W	B&W	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR
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ATC	ATC	ATC	L&M	L&M	L&M	L&M	L&M	L&M	L&M	ATC	ATC	ATC	B&W	B&W	IB&W	B&W	B&W	B&W	B&W

LS95 0981S

P&C MARKETS 140 SL CHEC TANE FIXTURE PLAN-O-GRAM

Р	M PRO	MOTIO	NS ON	LY				PM F	PROMO	TIONS	ONLY				P		MOTIO		2.3
PM	PM	PM	PM	PM	PM	PM	PM	PM	ΓM	ΠM	[1 ₁ 1	L A A	C 4				Velas		
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PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	PM	EM.	PM	FIVI	PM	F1M	
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I I	VANDO.										5ALON	SHEEM	SHEM	SALEN					
VNTG	VNTG			UNTG UL		wnst Bo¥	100	UNST Lr. KC	wnst u kak	UNST LT LX	SI.DY	LT	ин ь ч ⁴⁷ 8ки	MAKSOF "	CAMI	CAMI.	CAMI.	CAMI.	MORE
Denac	100 Donac		DONAL	OURAL	KING	WIN	WIN	WAN	WN	WIN	1000 5ALON	100 Sacem	KING	BOX	REG	FI.TR	I.T	001	120
BORL	47.101	11		DONE	SELF	SELFE	SEL LT.KG	SALATO	SAMO	SEL	SA ELL AUG	Barn - Wil	245NST=		CAMI.	CAMI.	SAHI.	мом	NOW MEN
7777	100	Y	7///	100	KING	166		KFNG	100 	SLIM	KING	100	KING	100	KING	вох	100	100	100
B&W	B&W	B&W	B&W	B&W	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	LOR	10B	LOR	LOR	LOR		KKKK LOR I
7777	77777	7777		1111		35555		333333	33333	3535	111111	1000 B			2888	22222	2000	22222	
ATC	ATC	ATC	L&M	L&M	L&M	L&M	: E L&M	1.& M	L&M	ATC	ATC	ATC	B&W	B&W	B&W	B&W	B&Wi	R&W	BAW
					(1917-14des) 3	(1880 p. 1.) (1880 p. 1.)	rier i füller 41 m stall						IIII			1111	IIII	VIII	1111

	FACINGS	*
PM	60	42.9%
AJR	40	28.6%
LOR	1 5	10.7%
LAM	7	5.0%
BAW	12	8.6%
ATC	6	4.3%
TOTAL	140	

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Minister 11/5/92